

TO: Section Sales Managers
FROM: Harvey Glastein
SUBJECT: REVISED COMPETITIVE VENDING PAYMENTS

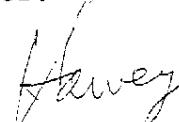
DATE: June 11, 1985

Enclosed are 20 copies of revised competitive vending payments. These are for distribution to your managers and for use in MAP assignments. The revised package contains B&W's new vending plan.

B&W has made several significant changes to their contract which include:

- o Elimination of "A" and "B" areas. B&W now has one national plan.
- o Elimination of B&W bonus programs for mirrors and varying payments for the type of machine location.
- o Minimum paid columns has been changed from 2 to 3.
- o Inclusion of a new bonus program designed to expand the Kool family in machines.
- o Numerous changes to paid brands, including the addition of several test/regional products and Richland.

I hope your MAP candidates find this package helpful in completing their assignments.



HG/amr

Enclosure

cc R. Anise
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